MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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NOVEMBER 1986 BILLINGS FOR THE METAL TREATING INDUSTRY DOWN 5.4% FROM THE NOVEMBER 1985 FIGURES

The November 1986 sales total amounted to $35.9 million, compared to $37.9 million for November 1985. November's performance is also down 15.8% from October 1986.

For the year, Commercial Heat Treaters have declined 1.8% in billings from the 1985 total. 1986 sales amount to $437.8 million compared to $445.6 million in 1985.

Three MTI districts recorded small sales gains over their November 1986 performance. Five districts lost ground. In the year-to-date comparisons, four districts saw a decline in sales.

A summary of percentage change by geographic regions follows:

	District	Nov 86 vs. Nov 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	- 0.4	9.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 8.4	- 6.5
3	South Central (W.PA-OH-IN-KY)	0.0	4.3
4	Michigan	-17.8	- 5.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.0	7.4
6	North Central (IL-WI-MN-MO-IA)	0.3	- 4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	0.7	1.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-28.4	-26.6
9	Canada	- 3.2	8.3

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1986

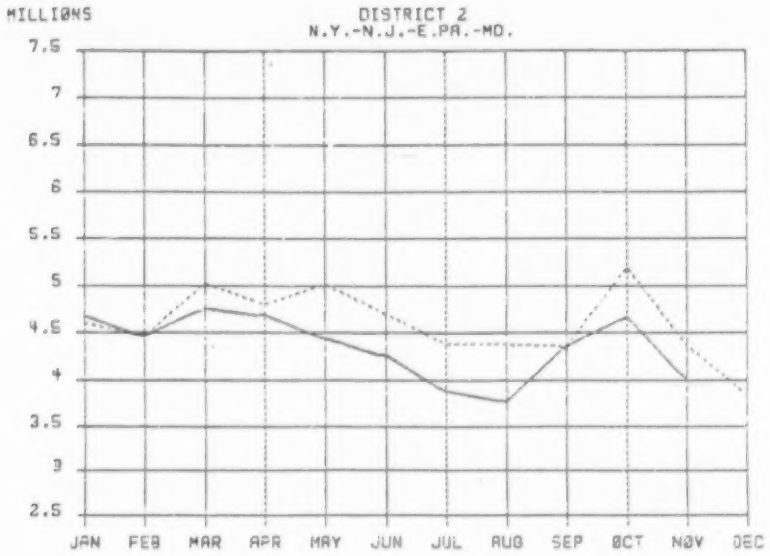
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	37913.0	35864.5	- 5.4	100.0	100.0
Dist. 1	17	2958.5	2945.8	- 0.4	7.8	8.2
Dist. 2	44	4370.0	4003.6	- 8.4	11.5	11.2
Dist. 3	60	6827.8	6825.7	0.0	18.0	19.0
Dist. 4	33	5566.4	4577.4	-17.8	14.7	12.8
Dist. 5	23	2024.7	2065.2	2.0	5.3	5.8
Dist. 6	49	6052.7	6069.6	0.3	16.0	16.9
Dist. 7	41	5182.6	5219.5	0.7	13.7	14.6
Dist. 8	25	2434.8	1742.3	-28.4	6.4	4.9
Dist. 9	16	2495.6	2415.5	- 3.2	6.6	6.7
Foreign	11					

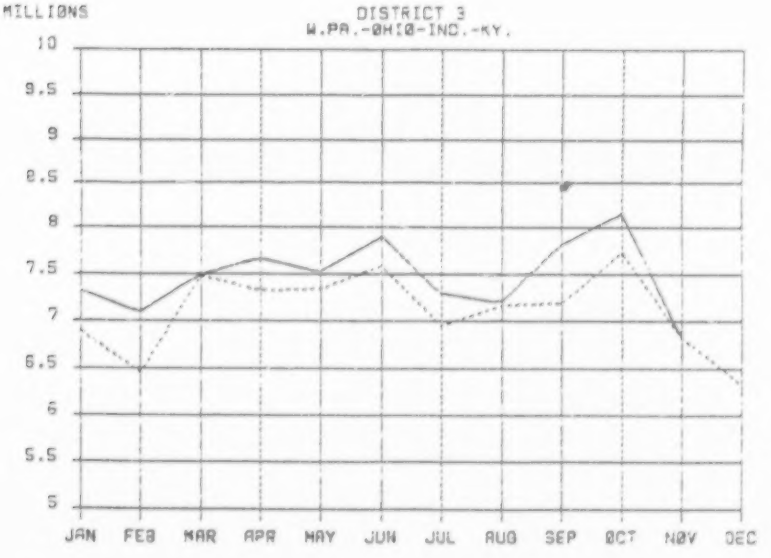
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	445617.8	437769.8	- 1.8	100.0	100.0
Dist. 1	32352.4	35473.5	9.6	7.3	8.1
Dist. 2	51348.3	48032.1	- 6.5	11.5	11.0
Dist. 3	78996.2	82370.8	4.3	17.7	18.8
Dist. 4	63130.4	59792.4	- 5.3	14.2	13.7
Dist. 5	23326.8	25053.4	7.4	5.2	5.7
Dist. 6	78108.8	74686.0	- 4.4	17.5	17.1
Dist. 7	62134.2	62800.9	1.1	13.9	14.3
Dist. 8	32427.9	23795.5	-26.6	7.3	5.4
Dist. 9	23792.8	25765.2	8.3	5.3	5.9

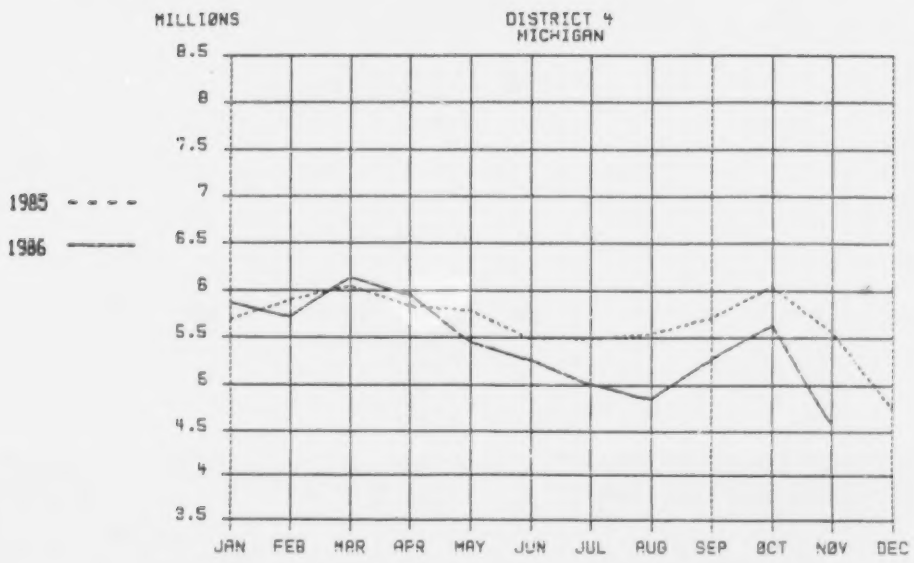
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



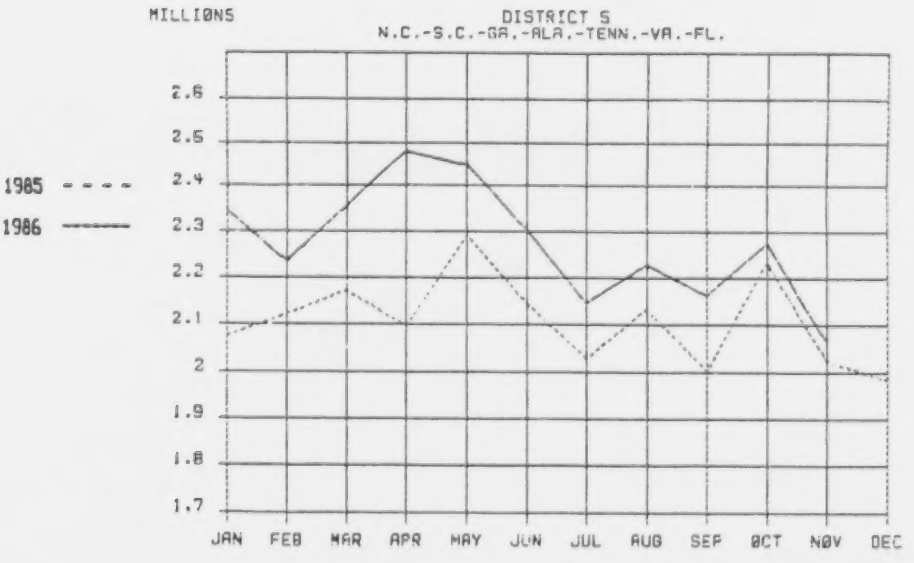
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2	-10.2	- 8.4	
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8	- 6.3	- 6.5	



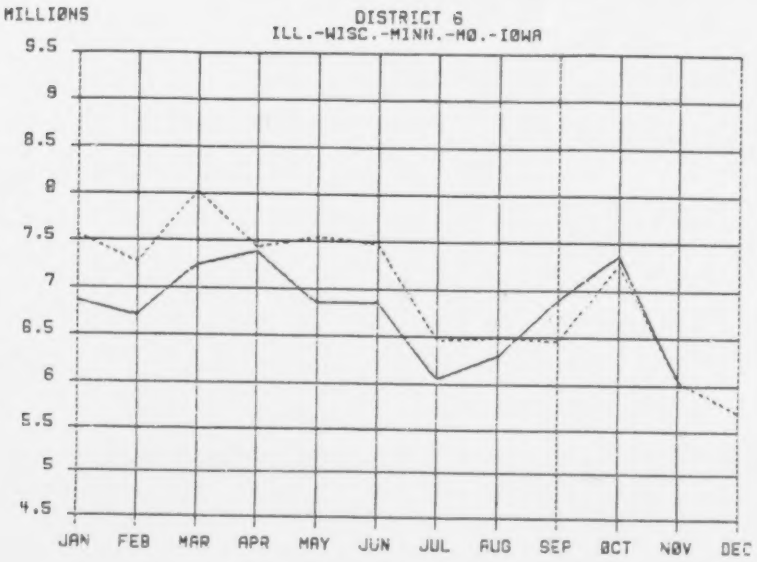
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4	0.0	
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7	4.3	



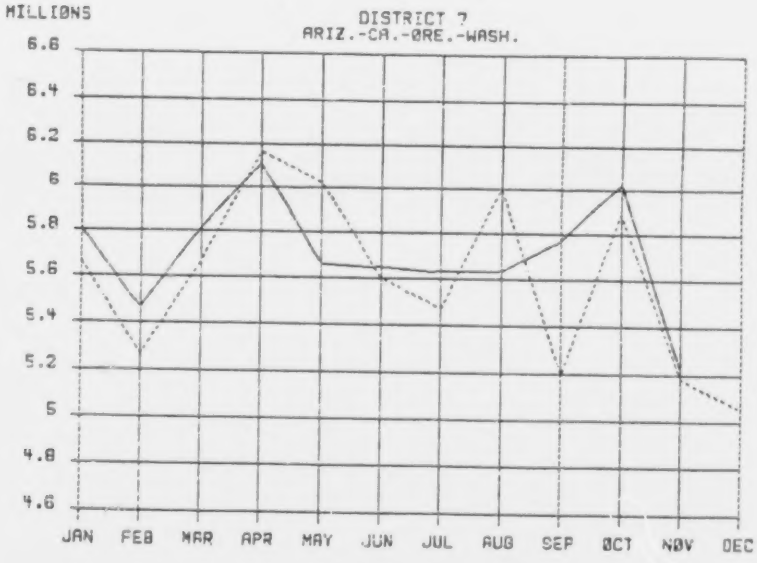
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	- 7.6	- 6.8	-17.8	
% Change	Cumulative	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	- 3.3	- 3.8	- 4.1	- 5.3	



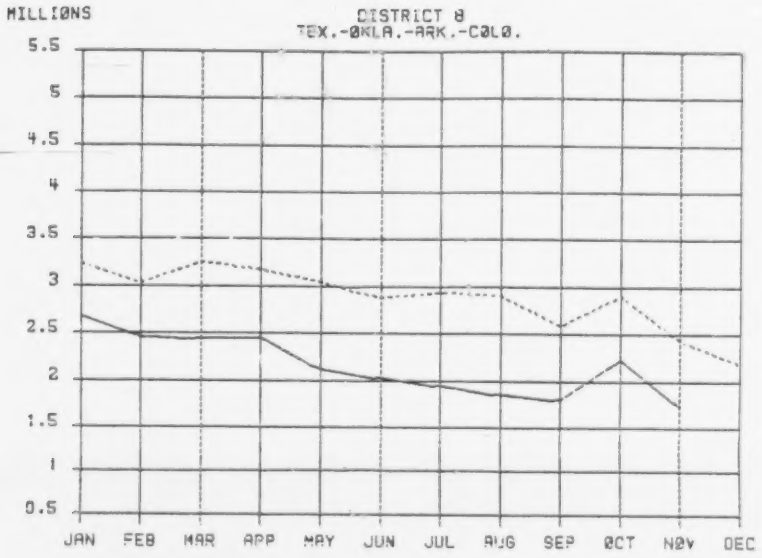
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9	2.0	
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9	7.4	



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4	0.3	
	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8	-4.4	



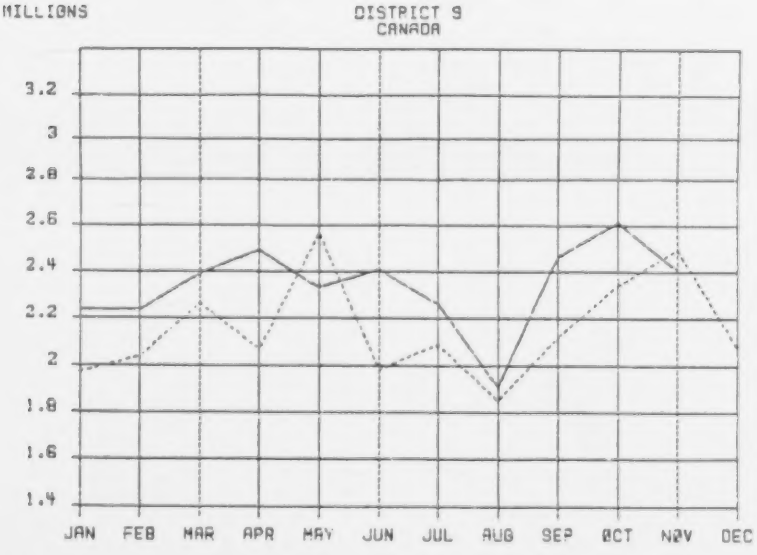
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	2.5	3.8	2.6	-0.9	-6.1	0.8	2.9	-6.0	-11.1	2.4	0.7	
	Cumulative	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	1.0	1.1	1.1	



1985 - - - -

1986 ———

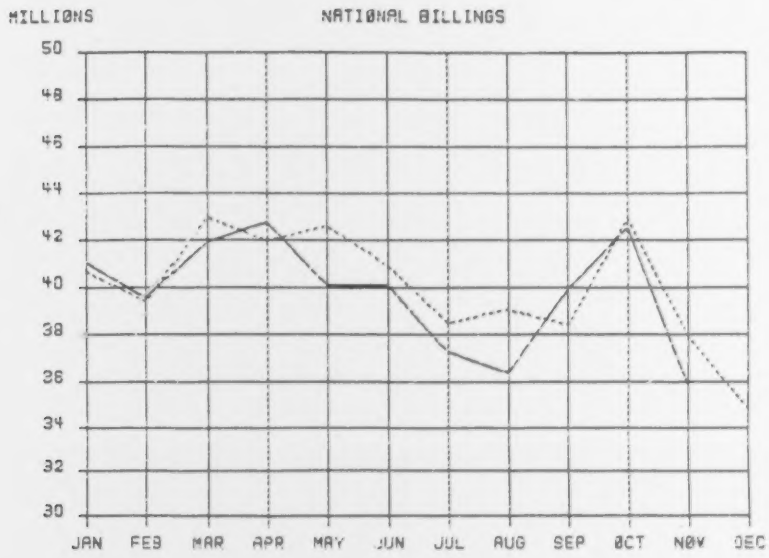
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3	-28.4	
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8	-26.5	-26.6	



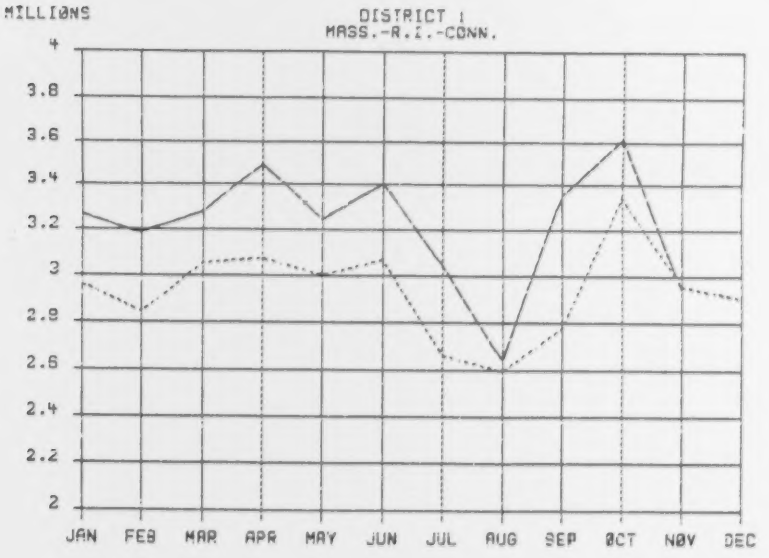
1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5	-3.2	
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6	8.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.5	-2.5	1.9	-5.9	-2.1	-3.1	-6.8	3.9	-0.8	-5.4	
% Change	Cumulative	1.0	0.7	-0.4	0.2	-1.1	-1.2	-1.5	-2.1	-1.5	-1.4	-1.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	4.8	20.5	8.2	- 0.4	
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7	9.6	